

Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 SP-02 AID-05 EB-07 NSC-05 CIEP-01

TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CIAE-00 COME-00

FRB-03 INR-07 NSAE-00 USIA-06 XMB-02 OPIC-03 LAB-04

SIL-01 AGR-05 INT-05 FEA-01 DOTE-00 HUD-01 DODE-00

PA-01 PRS-01 /092 R

05

DRAFTED BY NEA/INS:RBMORLEY:JETS

APPROVED BY NEA/INS:DKUX

EB/CSB/OSB:JRGRAHAME

NEA/RA:KKOLB

NEA/ARP:FMDICKMAN

NEA/ARN:DDEAN

COMMERCE:MADERHOLD

NEA/IRN:BMORTON

COMMERCE:JSANDS

OPIC:MR. KRAMISH(INFO)

----- 097873

R 010012Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY DAMASCUS

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

AMEMBASSY KUWAIT

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

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E.O. 11652: N/A

TAGS: BEXP, USINJC, US, IN

SUBJECT: U.S.-INDIAN COMMERCIAL COOPERATION IN THIRD COUNTRIES

REF: A) KUWAIT 4107; B) STATE 24719

KUWAIT POUCH BAGHDAD

1. AS ADDRESSEE POSTS ARE PROBABLY AWARE, UNITED STATES AND INDIA SIGNED AGREEMENT IN NEW DELHI LAST OCTOBER CREATING INDO-U.S. JOINT COMMISSION. IN JOINT COMMISSION AND ECONOMIC/COMMERCIAL SUBCOMMISSION MEETINGS HELD SINCE THEN, INDIANS HAVE EMPHASIZED POTENTIAL FOR COMMERCIAL COOPERATION IN THIRD COUNTRIES, ESPECIALLY IN MIDDLE EAST. INDIANS HAVE EXPRESSED INTEREST IN JOINT VENTURES AS WELL AS PROVISION OF GOODS AND SERVICES ON SUBCONTRACT BASIS. WE HAVE AGREED IN PRINCIPLE TO FOSTER SUCH COOPERATION.

2. INDIANS HAVE POINTED OUT THERE IS A CONSIDERABLE RESERVOIR OF SCIENTIFIC AND TECHNICAL EXPERTISE IN INDIA FOR THE CONSTRUCTION OF PROJECTS ABROAD IN A NUMBER OF SECTORS' ACCORDING TO A LETTER RECEIVED FROM THE INDIAN EMBASSY IN WASHINGTON SEPTEMBER 3, THE INDIANS BELIEVE THEY ARE ESPECIALLY QUALIFIED TO ENTER INTO JOINT VENTURE CONSULTANT

OR SUBCONTRACT ARRANGEMENTS IN THE FOLLOWING AREAS:

- A. FERTILIZER PLANTS OF DIFFERENT TYPES
 - B. INTEGRATED STEEL PLANTS
 - C. PETROLEUM REFINING
 - D. DESIGN AND CONSTRUCTION OF GAS GATHERING SYSTEMS
 - E. LIQUIFIED NATURAL GAS PROJECTS
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- F. AIRFIELD CONSTRUCTION AND CIVIL WORKS
- G. COMMERCIAL AND INDUSTRIAL CONSTRUCTION, INCLUDING HOTEL CONSTRUCTION
- H. PRE-FABRICATED LOW INCOME HOUSING
- I. POWER GENERATION PROJECTS
- J. TEXTILE FACTORY CONSTRUCTION AND EQUIPMENT
- K. SUGAR REFINING
- L. CEMENT MANUFACTURING

3. OPIC IS INTERESTED IN FACILITATING. HOWEVER, WE ARE CONCERNED THAT GOI WILL ATTEMPT STRUCTURE COOPERATION ON THIRD COUNTRY INVESTMENT AND SUBCONTRACTING ON GOVERNMENT-TO-GOVERNMENT BASIS. THERE ARE SOME INDICATIONS THAT INDIANS EXPECT BUSINESS TO BE BROUGHT TO THEM ON PLATTER BY USG. WE HAVE TRIED AT APPROPRIATE OCCASIONS TO DISABUSE THEM OF THIS NOTION AND SUGGEST THAT THEY MUST DEAL WITH U.S. PRIVATE SECTOR. HAVING SAID THIS, HOWEVER, WE ARE PREPARED IN PRINCIPLE TO FACILITATE COOPERATION IN THIRD COUNTRIES BETWEEN U.S. AND INDIAN FIRMS IF THIS MAKES ECONOMIC SENSE.

4. ADDRESSEE POSTS ARE AT THEIR DISCRETION AND ON APPROPRIATE OCCASION AUTHORIZED TO ADVISE INDIAN COMMERCIAL ATTACHES IN HOST COUNTRY THAT WE ARE PREPARED TO EXCHANGE INFORMATION ON BUSINESS OPPORTUNITIES IN HOST COUNTRIES ON A MUTUALLY BENEFICIAL BASIS. IN YOUR TALKS WITH INDIAN ATTACHE, YOU SHOULD MAKE FOLLOWING POINTS:

-- APPROACH IS DIRECT RESULT OF INDO-U.S. JOINT COMMISSION DECISION TO FOSTER ECONOMIC AND COMMERCIAL COOPERATION.

-- IN KEEPING WITH JOINT COMMISSION SPIRIT EXCHANGE SHOULD BE MUTUALLY BENEFICIAL. WE EXPECT TO RECEIVE AS WELL AS GIVE INFORMATION.

-- USG ONLY IN A POSITION TO PROVIDE LEADS; THE INDIANS WILL HAVE TO FOLLOW UP WITH INDIVIDUAL FIRMS AND NEGOTIATE ARRANGEMENTS ON THEIR OWN.

5. AS SUGGESTED BY EMBASSY KUWAIT, POSTS SHOULD ADVISE LIMITED OFFICIAL USE

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U.S. FIRMS REPS IN HOST COUNTRY OF INDIAN INTEREST IN DOING BUSINESS WITH THEM TO EACH OTHER'S MUTUAL BENEFIT. POSTS SHOULD NOT, OF COURSE, APPRISE INDIANS OF OPPORTUNITIES WHERE THEY MIGHT BE COMPETING DIRECTLY WITH U.S. FIRMS FOR SUBCONTRACT OR CONSULTANT WORK. KISSINGER

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